1991s

FROM PAGE 1

tive in the fleet market, namely GM, Ford, Chrysler, Nissan and Toyota.

According to the booklet, "The U.S. automakers have courted the fleet buyer for decades. The Japanese entries are making up for lost time with a full-fledged fleet effort."

General Motors

General Motors has revamped its full-size car lines including its large station wagons for the 1991 model year.

Chevrolet Caprice, which is already on sale, Buick Park Avenue and Oldsmobile 98 Regency and Touring Sedan have been significantly redesigned, adopting a more aerodynamic style. Each car's interior room has been expanded.

BUICK: The 1991 Buick Park Avenue sedan, available in Base and Ultra versions, is restyled inside and out. The new Park Avenue is eight inches longer, providing an additional 3.6 cubic feet of trunk space compared with 1990 versions. The car is powered by a 3.8-liter V-6 3800 engine and is due to arrive in showrooms this summer. The Electra name has been discontinued.

Also new is the redesigned eight-passenger Estate Wagon. The new rear-wheel-drive wagon blends the exterior lines of the 1991 Park Avenue and Chevrolet Caprice. The wagon is powered by a 5-liter V-8 engine, mated to a four-speed automatic transmission. Anti-lock brakes are standard.

In spring 1991, Buick will introduce the Roadmaster sedan, which will be sold as a 1992 model. Roadmaster shares the rear-wheel-drive, full-size platform used for the 1991 Chevrolet Caprice. The new Buick will be available in Base and Limited versions, and it will be powered by GM's 5.7-liter V-8 engine.

CADILLAC: Cadillac's news for 1991 is under the hood. The 4.5-liter engine, which was used in 1990 models, jumps to a 4.9-liter displacement and horsepower is boosted to 200. The engine has sequential port fuel injection and is standard in the DeVille, Fleetwood, Seville, Eldorado and Allante. The rear-drive Brougham has a 5-liter V-8.

Allante receives a second-generation speed-dependent damping suspension system as standard equipment. The new system responds more quickly to changes in vehicle speed and to changing road surface.

Allante also receives as standard equipment an improved Delco Gold Series Symphony sound system that increases power from 100 to 200 watts.

Other improvements in Cadillac's line include a Computer Command Ride suspension system in the Seville and Eldorado for better ride and handling, and a new four-speed automatic transaxle with overdrive, viscous converter clutch and electronic shift control in the DeVille and Fleetwood.

CHEVROLET: Chevrolet moved several of its 1991 products into showrooms this spring.

Caprice has been redesigned: the sedan was introduced this spring and the wagon debuts in September. Both versions are powered by a 5-liter V-8 with electronic fuel injection. Four-wheel anti-lock brakes are available on all models.

The 1991 Camaro also bowed this spring.

The 1991 Lumina APV minivan receives a revised instrument cluster and stainless steel exhaust. A roof luggage rack and rear heater/air conditioner unit have been added to the option list.

OLDSMOBILE: Oldsmobile enters the sport-utility market this fall with the Bravada. The four-door, all-wheel-drive, five-passenger sport-utility is based on the Chevrolet S-10/GMC S-15 that went on sale earlier this year. Bravada is powered by a 4.3-liter V-6 engine with electronic fuel injection, coupled to a four-speed automatic transmission. A long list of equipment is standard, including air conditioning, cruise control, variable-ratio power steering, adjustable rooftop, luggage rack, AM/FM stereo with cassette, and cast aluminum 15-inch wheels with a full-size spare.

The Oldsmobile 98 Regency and Touring Sedan are redesigned for 1991. The luxury models are longer than their predecessors and interiors provide more legroom for rear-seat passengers.

The models are powered by GM's 3800 V-6 engine equipped with sequential port fuel injection, giving them more punch than 1990 models. Engines are coupled to new computerized four-speed automatic transmissions that use electronic control modules to control shifting.

A driver's side airbag, anti-theft system, cruise control, anti-lock brakes and automatic electronically controlled air conditioning with rear passenger compartment air outlets are standard. The Regency Elite has an optional Computer Command Ride system that allows the driver to select either firm or normal ride characteristics.

PONTIAC: The 1991 Pontiac Firebird, which received some exterior styling updates, already is on sale.

Grand Prix receives a restyled front appearance for 1991 and the number of models has been scaled back. It will be sold only as the LE coupe and sedan, SE coupe and STE sedan. The turbo coupe and STE turbo options have been discontinued.

In the 6000 line, the all-wheel-drive SE and the SE wagon have been discontinued.

SATURN: GM's biggest product news for the 1991 model year is the launch of the Saturn, but the automaker continues to keep that car under wraps. No plans for fleet availability have been announced.

Buick's Roadmaster sedan goes on sale next spring as a 1992 model. The car uses the same platform as the 1991 Chevrolet Caprice.

HIDDEN IMAGE HANS G. LEHMANN

Ford Motor Co.

Ford Motor Co. will pack more power under the hood of many of the 1991 cars and trucks it introduces this fall, according to early fleet buyer information. More powerful engines will be standard on Ford's F-series trucks and the Lincoln Town Car and optional on the Thunderbird, Cougar and Ranger.

Ford will add multi-port fuel injection to the 2.5-liter High Swirl Combustion engine, although it will not be available at the beginning of the model year. Sequential injection will be added to the 3-liter V-6 in the Taurus. A four-speed electronically controlled automatic overdrive transaxle will replace the Taurus three-speed transaxle, except on SHO. In 1991, a manual transmission will be the only gearbox available on the SHO.

Ford will add an optional 5-liter, high-output V-8 to Thunderbird base and LX models. A "maintenance monitor" will be optional on the Thunderbird LX and Super Coupe. The standard powertrain on the Thunderbird base and LX again will be the 3.8-liter V-6 with four-speed automatic overdrive. The Super Coupe will retain the supercharged and intercooled 3.8-liter V-6 with sequential electronic fuel injection and five-speed manual overdrive.

FORD DIVISION: Tempo will get a minor facelift, presumably a new grille. To produce cleaner engine firing and increased performance, Ford will incorporate a twin-spark-plug design in its 2.3-liter, four-cylinder engine for the Mustang LX. Mustang LX and GT models equipped with the 5-liter V-8 engine will have 16-inch, five-spoke aluminum wheels.

A new Festiva GL model will replace the L Plus and LX, with a restructured equipment level that Ford hopes will appeal to small-car buyers. The GL will have a new monochromatic paint scheme, painted wheels, a standard rear wiper and rear cargo cover and a standard right-hand manual outside mirror.

LINCOLN-MERCURY: The Cougar again will be offered in LS and XR7 verions. The 5-liter high-output V-8 with sequential multi-port fuel injection and electronic engine controls will continue as standard on the XR7 and optional on the LS.

Grand Marquis, which will be offered in both GS and LS sedans, will get a minor facelift, including a new grille and aluminum wheel paint treatment.

Sable, like Taurus, will receive a sequential multi-port electronic fuel injected 3-liter V-6. A new electronically controlled four-speed automatic transaxle will continue as standard on all Sable models. Anti-lock brakes will be optional on Sable wagon models in 1991 for the first time.

The Tracer, expected to be introduced in June as a 1991 model, will stand pat for the regular fall intro season. The four-door notchback and wagon will be powered by a 1.9-liter, four-cylinder engine with multi-port electronic fuel injection. The Tracer LTS sedan will have a 1.8-liter four with double overhead camshaft and electronic fuel injection.

FORD TRUCKS: Aerostar will have a memory lock for the sliding door, upgrades to the 4-liter engine and offer a trailer-towing wiring harness package.

The Bronco's changes include an optional 5-liter engine with electronic four-speed automatic overdrive transmission. Its touch-drive electric shift is fitted to four-wheel-drive models equipped with the 5-liter powertrain. Bronco also will have better corrosion protection with two-sided galvanized steel hood, tailgate, dash panel and doors.

Oldsmobile will enter the sport-utility market this fall with the all-wheel-drive Bravada, which is based on the Chevrolet S-10/GMC S-15.

In the E-250 Club Wagon, Ford will add power door locks and a new cooling fan and shroud on the 5.8-liter. The Econoline Van and cutaway series will offer a E-250 Heavy Duty Van. The E-150, E-250 and E-350 vans will also be available. Ford will drop its short-wheelbase E-150 van.

Changes to the full-sized vans will include revised power door locks, a revised cooling fan and shroud for the 5.8-liter and an 11,500-pound gross vehicle weight standard on the RV cutaways with wheelbases of 158 and 176 inches.

Chrysler Corp.

Chrysler Corp. in the 1991 model year will introduce a 3.8-liter version of its V-6 engine in top-of-the-line models.

Previously, Chrysler's V-6 was available only as a 3.3-liter.

The 3.8-liter V-6 will be standard in the Chrysler Imperial and Chrysler New Yorker Fifth Avenue, according to information supplied to fleet buyers. The engine will be optional in the Chrysler New Yorker series and the Dodge Dynasty LE.

The 151-horsepower engine will be teamed with Chrysler's four-speed automatic transmission.

Also in the 1991 model year, Chrysler will introduce a New Yorker Grand Touring Sedan. The GTS model, originally scheduled to bow in the 1990 model year, has added performance and handling features.

see 1991s, page 43

LMV'S 1991 FLEET RECOMMENDATIONS

UTILITY
Buick Skylark
Chevrolet Cavalier
Chevrolet Corsica
Dodge Shadow
Dodge Spirit
Ford Escort
Ford Tempo
Mercury Topaz
Nissan Sentra
Oldsmobile Cutlass Calais
Plymouth Acclaim
Plymouth Sundance
Pontiac Sunbird
Toyota Corolla
Toyota Tercel

LOAD CARRYING

Station Wagons
Buick Century
Buick Estate Wagon
Chevrolet Cavalier
Chevrolet Caprice
Ford Escort
Ford Taurus
Mercury Sable
Oldsmobile Cutlass Cruiser
Oldsmobile Custom Cruiser
Pontiac 6000
Toyota Camry
Toyota Corolla

Alternatives to Station Wagons
Chevrolet Astro
Chevrolet Lumina APV
Dodge Caravan
Ford Aerostar
Oldsmobile Silhouette
Plymouth Voyager
Pontiac Trans Sport
Toyota Previa

EXECUTIVE
LMV does not make specific recommendations in this category.

SALES TYPE
Buick Century
Chevrolet Lumina
Dodge Dynasty
Ford Taurus
Mercury Sable
Nissan Stanza
Oldsmobile Cutlass Ciera
Pontiac Grand Am
Pontiac 6000
Toyota Camry

IMAGE
Buick LeSabre
Buick Roadmaster
Chevrolet Caprice
Chrysler New Yorker
Dodge Monaco
Eagle Premier
Ford Crown Victoria
Mercury Grand Marquis
Nissan Maxima
Oldsmobile 88 Royale
Oldsmobile 98
Pontiac Bonneville

SPECIALTY
Buick Regal
Chevrolet Beretta
Dodge Daytona
Ford Mustang
Ford Probe
Ford Thunderbird
Mercury Capri
Mercury Cougar
Oldsmobile Cutlass Supreme
Plymouth Laser
Pontiac Grand Prix
Toyota Celica
Toyota Supra

SOURCE: LMV Leasing, Inc.

FEV

FROM PAGE 4

have demonstrated the engine's ability to start quickly at down to -20 degrees Celsius.

The 90-horsepower engine is a modified version of a turbocharged 1.9-liter direct-injection diesel of Volkswagen design.

"This project wouldn't have come as far or as fast without the cooperation of Volkswagen," said Hellman. "The original contract did not specify that the engine be installed in a car. And the FEV modified engine is a direct-injection diesel prototype for a passenger-car."

An FEV representative said the methanol engine would probably cost slightly more than a diesel engine. The test engine has been installed in a VW Jetta model.

"We were given the contract to demonstrate the base technology," says Gary Rogers, president of FEV of America. "And we've done that. But there's still a lot of optimization to be done with things like injection timing control."

Early development tailpipe-emissions results were presented last week at the 11th International Vienna Combustion Engine Symposium in a paper authored by FEV Motorentechnik and members of the Volkswagen AG Research Department.

Running the EPA's federal test procedure, the methanol engine produced low numbers. They are 0.18 grams per mile for hydrocarbons, 0.7 grams per mile for carbon monoxide and 0.37 grams per mile for nitrogen oxides. That compares to the government's standards of 0.41 grams per mile for hydrocarbons, 3.4 grams per mile for carbon monoxide and 1.0 gram per mile for passenger vehicles.

"It's important to keep in mind that these are low-mileage results," said Hellman at the EPA.

FEV's design incorporates a small steel cylinder about the size of a ball-point pen barrel that sticks into a small cup cast into the top of the piston along with a multi-hole fuel injector. The steel cylinder's walls are filled with small holes. Inside the steel cylinder is an electrically heated element similar to a diesel engine's glow plug.

Fuel squirted through the side of the cylinder by the injector greatly increases the density of the fuel charge inside. The hot element is activated. The steel cylinder then acts like a pre-chamber to promote combustion. The glow plug fires the dense charge inside the cylinder. The flame squirts from the holes in the cylinder igniting the slightly less dense charge in the combustion chamber cup. And then the flame propagates throughout the cylinder.

This provides the ability to fire extremely lean charges of fuel in the combustion chamber without the additional cost and complexity of a pre-chamber cast into the cylinder head.

The program is a joint effort conducted with FEV's parent company, FEV Motorentechnik GmbH & Co. KG of Aachen, West Germany, along with Volkswagen AG.

Emissions triumph claimed for Aussie 2-stroke engine

By Pedr Davis
SPECIAL CORRESPONDENT

SYDNEY, Australia — Engineers at Ralph Sarich's Orbital Engine Co. claim to have smashed U.S. emissions standards.

Emissions levels achieved by their three-cylinder, two-cycle engine are more than a decade ahead of the proposed U.S. schedule, the engineers say.

They say the levels they attained contradict claims by automakers that the proposed U.S. standards are unrealistic.

Tests completed by Orbital Engine Co., a wholly owned subsidiary of Sarich Technologies Ltd., have already met the stringent emission standards proposed for 2004 and beyond, the company says.

Figures released April 19 by Ralph Sarich show that hydrocarbon levels achieved by Orbital Engine Co. were 0.11 grams per mile and nitrous oxide emissions were 0.29 gpm. Both are below the levels proposed in Congress for model year 2003 or 2004.

The vehicle used in the tests also demonstrated a 30 percent improvement in fuel consumption over a conventional engine of comparable power, Sarich says.

Orbital will not identify the model used in the tests, except to say it was a 2,000-pound car about the size of a Mazda 323.

Sarich Technologies has licensing agreements with Ford Motor Co. and General Motors along with the two biggest producers of marine engines, Outboard Marine (Johnson and Evinrude) and Brunswick Corp. (Mercury Marine).

Other agreements with auto companies around the world are being negotiated.

Manufacturers that have agreements are doing pre-production development work but will not reveal when the engine will be released commercially.

Orbital Engine Co. expects to begin operating its own plant in Tecumseh, Mich., by 1992, with automotive engine production scheduled to begin sometime in 1993.

TAILPIPE EMISSIONS
(in grams per mile)

	HC	NOx	CO
FEV claim	.18	.37	.74
Orbital claim	.11	.29	.24
Current limit	.41	1.0	3.4
'92 or '93 limit	.25	.40	3.4
'03 or '04 limit	.12	.20	3.4

1991s

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In 1991, the Mitsubishi-built 3-liter V-6 will be dropped from the Chrysler New Yorker Landau and New Yorker Salon. The standard engine will be Chrysler's own 3.3-liter V-6.

The company will revive the "America" name in the 1991 model year and will use it on Dodge Shadow/Plymouth Sundance price leaders. The America tag was used on Dodge Omni/Plymouth Horizon subcompacts and Dodge Aries/Plymouth Reliant compacts.

A Dodge Shadow convertible also will bow in the 1991 model year.

The Dodge Stealth sports coupe, imported from Mitsubishi Motors Corp., will bow in the 1991 model year in four versions. The base model will have a standard 3-liter 12-valve V-6 engine. The ES and RT models will have a 3-liter, double-overhead-camshaft, 24-valve V-6 engine as standard. The RT Turbo model will be equipped with a 3-liter 24-valve twin-turbo V-6 with double-overhead camshaft, multi-point fuel injection and air-to-water intercooling.

A five-speed manual transmission is standard. Automatic transmission will be optional on all models except the RT Turbo. All models will be front-wheel-drive, except the RT Turbo which will be all-wheel-drive.

Chrysler also will restyle its minivans, inside and out. The Plymouth Voyager and Dodge Caravan again will be offered in short-wheelbase and long-wheelbase versions. All-wheel-drive versions will be available with Chrysler's 3.3-liter V-6.

The Dodge Dakota pickup will be available with a 5.2-liter V-8 engine. Previously, the pickup was offered with a four- or six-cylinder engine. A new 4x4 extended-cab model will be added to the Dakota lineup.

In 1991, the Jeep Cherokee Briarwood will replace the Jeep Wagoneer Limited. Introduced in the 1984 model year, the Wagoneer Limited is an upscale version of the Cherokee. The Cherokee Briarwood will assume that spot in the lineup.

Nissan, Toyota

Relative newcomers to the fleet business, Nissan and Toyota have set up strong positions with their 1991 model offerings.

Among the new or facelifted models are entry-level cars, sports cars and two new sport-utility vehicles.

NISSAN: Nissan comes off three strong years where nearly all of its products underwent complete change, and in 1991 the company focuses on its entry-level Sentra.

Although the subcompact sits on the same 95.7-inch wheelbase as its predecessor, its overall length increases two inches. The standard engine is a 1.6-liter four-cylinder with output bumped slightly to 110 horsepower.

The Sentra is available in two-door and four-door configurations, and in three trim levels — standard, XE and GXE. Only the four-door is available in up-line GXE trim.

A two-door Sentra Sport is also available in 1991. To live up to its name, Nissan gives it a 2-liter, 16-valve four-cylinder engine capable of producing 144-horsepower.

Minor changes round out the remaining models for Nissan, except for the company's Axxess minivan. The compact Stanza — redesigned for the 1990 model year — receives electric outside mirrors in 1991.

As for the Axxess — a three-box hybrid that replaced the Stanza wagon — sales have been slow enough since its April 1989 introduction to prompt Nissan to discontinue sales in the United States. Last year just 9,776 were sold, and this calendar year to date only 2,268 have been delivered.

TOYOTA: A "luxury" edition of the entry-level Tercel four-door sedan is scheduled for an October 1990 debut. Additionally, the line will be powered by a more potent twin-cam, 16-valve, four-cylinder engine. The powerplant produces 85 horsepower.

Chrysler eyes Trenton plant for new V-6

HIGHLAND Park, Mich. — Chrysler Corp. has applied for a 12-year tax abatement in connection with a possible $148-million addition to its Trenton, Mich., engine plant.

Chrysler said Trenton is the preferred site for the project, which could add about 550 jobs to the current workforce of 2,700.

The automaker is expected to use the plant addition to produce a new 3.5-liter, 24-valve V-6 engine and a revamped transmission for its new mid-sized and luxury cars.

Those cars are slated to be built in the mid-1990s at Bramalea, Ontario.

The trade newspaper *Metalworking News* reported that Chrysler is studying bids from tooling firms for equipment to make the four-speed, electronically controlled automatic at its Kokomo, Ind., plant.

— Frank Gawronski

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INCENTIVE WATCH

CUSTOMER INCENTIVES

	Rebates	Finance Rates (Pct.) — Months — 24	36	48	60	Expiration Date
Chrysler Motors (1988-89 models)						
Chrysler	$1,000-$2,000	2.9	6.9	7.9	9.9	None
Dodge cars	$750-$1,500	2.9	6.9	7.9	9.9	None
Dodge trucks	$750-$2,500	2.9	6.9	7.9	9.9	None
Eagle	$1,000-$2,000	2.9	6.9	7.9	9.9	None
Jeep	$500-$1,500	2.9	6.9	7.9	9.9	None
Plymouth	$750-$1,250	2.9	6.9	7.9	9.9	None
Chrysler Motors (1990 models)						
Dodge cars	**$750-$1,000**	**2.9**	**6.9**	**7.9**	**9.9**	**None**
Eagle Summit	**$1,000**	**2.9**	**6.9**	**7.9**	**9.9**	**None**
Plymouth	**$750-$1,000**	**2.9**	**6.9**	**7.9**	**9.9**	**None**
Chrysler Motors (1990 models, guaranteed rebates*)						
Chrysler	**$1,000**	**2.9**	**6.9**	**7.9**	**9.9**	**May 31**
Dodge cars	**$750-$1,500**	**2.9**	**6.9**	**7.9**	**9.9**	**May 31**
Dodge trucks	**$1,000 - $2,000**	**2.9**	**6.9**	**7.9**	**9.9**	**May 31**
Eagle	**$750-$2,000**	**2.9**	**6.9**	**7.9**	**9.9**	**May 31**
Jeep	**$500-$1,000**	**2.9**	**6.9**	**7.9**	**9.9**	**May 31**
Plymouth	**$750-$1,000**	**2.9**	**6.9**	**7.9**	**9.9**	**May 31**
Ford Motor Co. (1989-90 models)						
Ford cars	**$750-$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**April 30**
Ford trucks	**$750-$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**April 30**
Continental, Mark VII	**$1,500**					**April 30**
Mercury	**$750-$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**April 30**
General Motors (1989 models)						
Chevrolet cars	$700-$1,000	6.9	6.9	6.9	10.9	May 2
Chevrolet trucks	$500-$1,500	6.9	6.9	6.9	10.9	May 2
GMC trucks	$750-$1,500	6.9	6.9	6.9	10.9	May 2
Cutlass Supreme	$1,500	6.9	6.9	6.9	10.9	May 2
Pontiac	$750-$1,000	6.9	6.9	6.9	10.9	May 2
General Motors (1990 models)						
Buick	**$500-$1,250***	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Riviera	**$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Chevrolet cars	**$700-$1,000**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Chevrolet trucks	**$500-$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Cadillac	**$1,500-$2,000**					**May 31**
GMC trucks	**$750-$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Olds Toronado	**$1,500**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Cutlass Supreme	**$2,000**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Silhouette	**$1,000**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Pontiac	**$750-$2,000**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Trans Sport	**$1,000**	**6.9**	**6.9**	**6.9**	**10.9**	**May 2**
Audi (1990 models)*		**4.9**	**4.9**	**6.9**	**9.9**	**June 30**
BMW (1990) 325i		**2.9**	**4.9**	**6.9**	**7.9**	**April 30**
(1990) 325is		**4.9**	**6.9**	**7.9**	**9.9**	**April 30**
Hyundai (1989-90)	**$500-$1,700, based on sticker**					**June 5**
Isuzu (1989-90)	**$1,000-$1,200***					**June 30**
Mazda 323 (1990)	**$750**					**June 4**
Trucks (1990)	**$750-$1,000**					**None**
Mitsubishi (1989-1990 models) Cars, trucks*	**$500-$2,000**					**June 30**
Nissan (1988-90) Sentra, trucks	**$1,000-$1,500**					**May 2**
Peugeot (1989-90)	**$1,000-$3,000**					**None**
Sterling (1990 models)	$5,000					April 30

*Buyer will receive any increase in rebate through Sept. 30, 1990.
Finance rates are 0.1.9/2.9/4.9 on 1989-1990 Chrysler LeBaron coupe; Plymouth Acclaim and Sundance; Dodge Daytona, Spirit and Shadow; and Eagle Premier; and 1990 LeBaron sedan and Dodge Monaco. The 24-month rate on 1989-1990 Jeep Cherokee and Wagoneer is 0 percent. Expiration date is May 31.

*—Finance incentive takes effect only if dealer foregoes dealer cash incentive.

*Based on option package selected

*Payments vary by regions.

INCENTIVES: *Chrysler adds no-interest financing, Hyundai cash pegged to sticker price*

By Arlena Sawyers
AUTOMOTIVE NEWS STAFF REPORTER

Chrysler Corp., in an effort to regain lost sales, is offering the lowest financing rates in the industry, including free financing for up to two years on some 1989 and 1990 vehicles.

Hyundai Motor America revised its customer incentive program and now bases rebates on the manufacturer's suggested retail price.

In addition to the no-interest loans, Chrysler is offering annual percentage rates of 1.9 percent for loans of 25 to 36 months; 2.9 percent for 37 to 48 months; and 4.9 percent for 49 to 60 months. Its previous finance rates were 2.9 percent, 6.9 percent, 7.9 percent and 9.9 percent.

The vehicles covered under the new program are: 1989 and 1990 Chrysler LeBaron coupe; Plymouth Acclaim and Sundance; Dodge Daytona, Spirit and Shadow; and Eagle Premier; and 1990 LeBaron sedan and Dodge Monaco.

The finance rate on the 1989 and 1990 Jeep Cherokee and Jeep Wagoneer Limited has been reduced to zero percent for up to 24 months. Cherokee and Wagoneer finance rates for other contracts are 6.9 percent for 36 months; 7.9 percent for 48 months; and 9.9 percent for 60 months.

Retail cash incentives of $500 to $2,500 on various models are available as an alternative to the cut-rate financing.

Hyundai's rebates to customers on 1989 and 1990 Excels are $500 on cars with sticker prices under $8,000; $850 on cars with stickers of $8,000 to $9,999; and $1,000 on cars with stickers of $10,000 or more.

On 1989 and 1990 Sonatas, the rebates are $700 on cars with sticker prices under $12,000; $1,000 on cars with stickers of $12,000 to $14,499; and $1,700 on cars with stickers of $14,500 or more.

Hyundai dealers receive cash incentives on 1989 and 1990 Excels if they meet or exceed their quotas. The rebate is $200 per car, retroactive to the first sale. Hyundai's customer and dealer programs expire June 5.

INCENTIVE WATCH

DEALER INCENTIVES

	Rebate	Expiration Date
General Motors (1989 models)		
Buick	$750-$2,000	May 2
Chevrolet Nova, Spectrum (1988)	$500	May 2
Geo, Celebrity	$500	May 2
Geo Tracker	$1,000	May 2
Corvette	$2,000-$4,000 based on sales	May 2
Oldsmobile	$500-$2,500	May 2
Pontiac LeMans, Grand Am	$500	May 2
Grand Prix	$500	May 2
General Motors (1990 models)		
Buick Park Avenue, Estate Wagon, Riviera, Reatta	**$1,000-$2,000**	**May 2**
Chevrolet Geo, Celebrity	**$500-$1,000**	**May 2**
Geo Tracker	**$1,000**	**May 2**
Oldsmobile	**$500-$1,000, quota**	**May 2**
Pontiac Firebird	**$300-$500**	**May 2**
Grand Prix	**$500**	**May 2**
Audi (1990 models)*	**$2,000-$3,000**	**June 30**
Hyundai Excel (1989-90)	**$200, quota**	**June 5**
Isuzu (1990 models)		
Pickups*	**$800-$1,300 based on number sold**	**June 30**
Trooper	**$900-$1,400 based on number sold**	**June 30**
Mitsubishi (1989-1990 models) Cars, trucks*	**$500-$2,000 based on number sold**	**June 30**
Nissan		
Stanza (1989-90)	**$500-$1,000**	**May 2**
Axxess (1990)	**$1,000**	**May 2**
Pathfinder (1989)	**$1,500**	**May 2**
Saab (1989 models)	$3,000-$5,000	April 30
Subaru (1989 models)		
Justy ECVT	$1,200	May 2
Other Justy	$500	May 2
XT, XT6	$1,500	May 2
Subaru (1990 models)		
Loyale	**$400**	**May 2**
Legacy	**$500-$1,500**	**May 2**
Suzuki		
Samurai (1988-89)	$1,000	June 4
Swift (1989)	$1,000-$2,000	June 4
Sidekick (1989)	$500-$2,500	June 4
Swift (1990)	**$400**	**June 4**
Sidekick (1990)	**$700-$1,500**	**June 4**
Volkswagen (1989 models)		
Cars	$600-$2,500	None
Vanagon	$3,000-$4,000	None

*$200 extra on 4wd models

*Payments vary by regions.

*-Dealer has option of foregoing cash incentive and offering cut-rate financing to customer.

Accounting change hikes Daimler profit

FRANKFURT, West Germany — Daimler-Benz A.G. posted a sharp increase in net profits in 1989, but the gain was due entirely to a one-time accounting adjustment.

In effect, the West German group finished with a net result unchanged from the 1.7 billion marks ($1.01 billion) earned in 1988.

Because of a 5.1 billion mark ($3 billion) addition from refiguring pension liabilities and inventories, the corporation's 1989 net profit was 6.8 billion marks ($4 billion).

The change sheds one of Daimler's conservative, West German-style accounting practices as the company prepares for listing on the London, Tokyo and New York stock exchanges.

Earlier this year, Daimler said group revenues in 1939 increased 4 percent to 76.57 billion marks ($45.6 billion).

Earnings for its various subsidiaries, including the Mercedes-Benz A.G. unit that oversees passenger-car and truck operations, were not disclosed. Last year, Daimler split into separate operating units.

The results reflect hard times in the automotive operations. Mercedes' sales fell last year in both of its two biggest markets, West Germany and the United States.

GM triples warranty on repair engines

DETROIT. — General Motors has extended the limited warranty on its replacement engines to 36 months/50,000 miles, more than tripling the previous 12-month/12,000-mile coverage for dealer installations.

The new warranty covers all new and remanufactured GM Goodwrench engines used in car and light-duty (Series 10 through 30) truck applications, according to Frank Pardo, marketing manager of GM Parts.

The warranty will be honored nationwide through the GM dealer network, whether the engine is installed by a GM dealer or sold over the counter.

All costs will be covered, including those for parts and labor, to repair or replace an engine found to be defective due to material or workmanship.

PRODUCTION

Car output running 23% below 1989

By Arlena Sawyers and Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTERS

U.S. automakers scheduled 138,708 cars last week, 24.58 percent above the previous week but 14.86 percent below the year-ago week.

That brings this year's car production to 1,937,275 units, a 23.75 percent decline from 1989.

Truck assembly was scheduled at 91,902, 27.77 percent more than the previous week and 2.43 percent more than the year-ago week. Year-to-date truck output is 1,272,183, down 16.51 percent from the 1989 total at this time.

Companies split last week's scheduled production as follows: General Motors, 42.62 percent; Ford Motor Co., 26.52 percent; Chrysler Corp., 11.25 percent; Honda of America Manufacturing Inc., 6.45 percent; New United Motor Manufacturing Inc., 3.60 percent; Toyota Motor Manufacturing U.S.A. Inc., 3.24 percent; Mazda Motor Manufacturing (USA) Corp., 2.80 percent; Diamond-Star Motors Corp., 2.06 percent; Nissan Motor Manufacturing Corp. U.S.A., 1.14 percent; Subaru-Isuzu Automotive, 0.32.

GM's Buick City plant in Flint, Mich., worked Saturday overtime last week. Friday overtime was scheduled at GM's Janesville, Wis., facility, which operates on a four-day work week.

GM's Fairfax plant in Kansas City, Kan., shut down for one week because of a parts shortage, and its Arlington, Texas, plant went down Friday for conversion to the 1991 Chevrolet Caprice. Fairfax is expected to resume output today; Arlington, in late June.

Ford scheduled Saturday overtime at its Louisville, Ky., truck plant. Daily overtime was scheduled at Ford's car facilities in Wixom and Wayne, Mich.; Kansas City, Mo.; St. Paul, Minn.; Lorain, Ohio; Louisville; and St. Louis.

Canada reports car, truck gains

Canadian makers scheduled 24,060 cars last week, 21.22 percent above the previous week and 18.69 percent above the year-ago week.

So far this year, 328,940 cars have been assembled, 2.71 percent below last year's tally.

Truckmakers' target of 19,482 units was 6.13 percent above the previous week but 7.33 percent below the year-ago week.

To date, 1990 truck output is 301,994 units, 11.63 percent below the year-ago total.

Workers at GM's manufacturing complex in Oshawa, Ontario, walked off the job last Tuesday and Wednesday to protest the suspension of a Canadian Auto Workers district committeeman.

The 3,800 workers at the Oshawa plant that builds the Chevrolet Lumina were off the job part of Tuesday and all day Wednesday. Some production at the rest of the complex, which also builds Buick Regals and C/K pickup trucks was shut down.

Workers were back on the job Thursday morning.

U.S. CAR	Week Ended Apr. 28, 1990	Week Ended Apr. 29, 1989	Week Ended Apr. 21, 1990	Apr Est.	Jan. 1 to Apr. 28, 1990	Jan. 1 to Apr. 29, 1989
Horizon	0	853	0	0	4,327	3,952
Sundance	2,000	2,351	1,192	4,719	23,474	39,354
Acclaim	2,200	2,699	1,432	5,361	25,218	39,610
Total Plymouth	4,200	5,903	2,624	10,080	53,019	82,916
LeBaron A	300	0	222	2,281	7,642	0
LeBaron J	1,400	0	823	3,353	11,685	39,315
LeBaron GTS	0	2,615	0	0	0	2,946
N. Yorker C-Class	1,300	0	934	2,696	7,822	39,912
Fifth Avenue	700	1,864	452	1,728	8,928	0
Imperial	300	0	187	934	5,605	0
Total Chrysler	4,000	4,479	2,618	10,992	41,682	82,173
Omni	0	937	0	0	4,078	4,613
Daytona	900	1,766	530	3,150	8,846	35,978
Shadow	2,000	2,448	1,286	4,948	26,233	39,877
Dynasty	2,300	3,621	1,409	6,177	35,164	53,683
Lancer	0	0	0	0	0	1,528
Spirit	2,200	2,512	1,322	5,430	26,975	37,394
Total Dodge	7,400	11,284	4,547	19,705	101,296	173,073
CHRYSLER MOTORS	15,600	21,666	9,789	40,777	195,997	338,162
Escort	7,359	8,438	5,026	22,049	60,453	115,045
Mustang	3,705	3,498	1,964	5,669	44,575	80,636
Tempo	3,233	2,989	2,774	11,994	43,246	55,520
Taurus	7,550	8,063	5,853	26,988	125,892	135,282
Thunderbird	3,375	3,357	2,698	8,668	37,697	60,562
Total Ford Div.	25,222	26,345	18,315	75,368	311,863	447,045
Topaz	1,277	1,521	957	4,332	16,905	23,858
Cougar	2,250	3,360	1,802	5,957	25,216	51,706
Sable	2,942	2,690	2,543	11,078	37,648	44,226
Total Mercury	6,469	7,571	5,302	21,367	79,769	119,790
Continental	1,134	1,449	1,051	4,395	18,301	24,887
Mark VII	566	409	534	2,207	9,147	9,447
Town Car	3,400	2,627	3,167	13,216	55,101	45,657
Total Lincoln	5,100	4,485	4,752	19,818	82,549	79,991
Total L-M Div.	11,569	12,056	10,054	41,185	162,318	199,781
FORD MOTOR CO.	36,791	38,401	28,369	116,553	474,181	646,826
Skyhawk	0	385	0	0	0	5,829
Skylark/Somerset	2,037	1,292	1,798	7,730	28,367	18,794
Century	1,660	2,658	1,467	3,805	20,762	41,284
Riviera	508	337	426	1,907	7,524	9,432
Electra	285	1,965	19	331	12,662	29,078
LeSabre (fwd)	4,570	4,980	2,807	14,221	53,122	46,479
LeSabre (rwd)	138	217	98	451	2,222	3,251
Reatta	211	210	161	739	2,832	2,378
Total Buick	9,409	12,044	6,776	29,184	127,491	156,525
Eldorado	345	954	494	1,972	7,206	13,445
Seville	1,226	697	575	3,051	9,896	9,881
Brougham (rwd)	1,055	634	740	3,519	13,189	14,423
DeVille (fwd)	4,155	5,807	3,246	14,661	52,666	76,238
Allante	89	75	71	317	1,199	1,153
Total Cadillac	6,870	8,167	5,126	23,520	84,156	115,140
Cavalier	7,368	8,298	5,988	25,875	99,355	135,361
Camaro	1,940	2,669	1,514	6,902	17,428	41,860
Celebrity	0	2,203	0	0	0	50,066
Corsica/Beretta	6,160	8,970	5,743	22,079	91,253	143,885
Caprice	3,358	3,942	2,559	11,434	70,239	69,633
Corvette	560	561	448	2,016	7,616	8,778
Total Chevrolet	19,386	26,643	16,252	68,306	285,891	449,583
Calais	2,187	2,275	1,981	8,268	29,733	32,534
Cutlass Ciera	1,445	1,935	525	2,716	25,876	28,537
Cutlass Supreme	2,013	3,537	1,567	6,908	27,324	34,343
Toronado	232	194	297	1,213	6,741	3,669
88 (fwd)	2,875	3,497	1,937	8,655	29,267	53,948
88 (rwd)	0	223	0	213	1,183	2,579
98	1,108	2,393	878	4,010	18,253	32,632
Total Oldsmobile	9,860	14,054	7,185	31,983	138,377	188,242
Sunbird	4,000	3,756	3,195	14,341	44,796	51,917
Grand Am	4,800	5,285	3,765	17,262	60,207	85,978
Firebird	1,310	1,347	1,038	4,462	10,657	24,480
Grand Prix	0	4,000	2,423	8,017	32,491	50,452
Pontiac 6000	480	2,569	1,181	2,263	18,098	32,915
Bonneville	3,005	2,944	2,146	8,361	24,089	34,868
Safari/Parisienne	0	139	0	0	0	1,846
Total Pontiac	13,595	20,040	13,748	54,706	190,338	282,456
GENERAL MOTORS	59,120	80,948	49,087	207,699	826,253	1,191,946
DIAMOND-STAR	2,855	1,132	2,609	10,533	46,351	14,202
HONDA	8,950	7,689	8,825	33,637	145,876	130,610
Civic	2,910	2,716	2,695	10,438	39,721	43,968
Accord	6,040	4,973	6,130	23,199	106,155	86,642
MAZDA†	3,879	4,924	3,176	14,441	61,914	81,648
NISSAN	1,580	1,981	1,408	6,078	36,154	38,115
NUMMI	5,000	4,214	3,204	16,550	67,986	66,108
Corolla	2,400	1,550	1,535	8,030	35,318	27,261
Geo Prizm/Nova	2,600	2,664	1,669	8,520	32,668	38,847
SUBARU-ISUZU	445	1,967	474	1,723	9,083	0
TOYOTA	4,488	0	4,399	17,570	73,480	32,952
Total Cars, U.S.	138,708	162,922	111,340	465,561	1,937,275	2,540,569
Total Cars, Canada	26,060	20,272	19,848	79,561	328,940	338,113
U.S., Canada Cars	164,768	183,194	131,188	545,122	2,266,215	2,878,682
U.S., Canada Cars and Trucks	276,152	293,936	221,471	935,455	3,840,392	4,744,196

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes MX-6, 626, and Ford Probe
*—Estimated

CANADIAN CAR	Week Ended Apr. 28, 1990	Week Ended Apr. 29, 1989	Week Ended Apr. 21, 1990	Apr Est.	Jan. 1 to Apr. 28, 1990	Jan. 1 to Apr. 29, 1989
Monaco	0	0	0	0	3,593	0
Premier	0	0	0	0	1,252	14,885
CHRYSLER MOTORS	0	0	0	0	4,845	14,885
Tempo	3,360	3,341	0	5,823	40,017	56,722
Topaz	1,440	1,447	0	2,822	13,943	23,941
Crown Victoria	3,016	2,613	2,859	11,007	40,791	45,101
Grand Marquis	2,744	3,152	2,173	9,226	36,686	51,263
FORD MOTOR CO.	10,560	10,553	5,032	28,878	131,437	177,027
Celebrity	1,222	705	982	2,204	7,496	3,887
Cutlass Ciera	2,338	3,319	2,243	4,581	26,886	62,002
Lumina	5,019	3,546	5,111	18,734	73,492	22,515
Regal	2,781	180	2,590	9,508	54,600	24,643
GENERAL MOTORS	11,360	7,571	10,926	35,027	101,057	113,047
HONDA	2,150	1,680	2,125	8,074	35,643	27,709
HYUNDAI*	310	0	310	1,240	5,352	0
TOYOTA	1,500	283	1,275	5,658	20,193	2,526
VOLVO	180	180	180	684	2,987	2,919
Total Cars, Canada	26,060	20,272	19,848	79,561	328,940	338,113

U.S. TRUCK	Week Ended Apr. 28, 1990	Week Ended Apr. 29, 1989	Week Ended Apr. 21, 1990	Apr Est.	Jan. 1 to Apr. 28, 1990	Jan. 1 to Apr. 29, 1989
Caravan	2,300	2,416	1,628	7,670	37,497	38,198
Dakota	2,000	2,483	1,367	6,249	23,734	38,661
Caravan C/V	100	195	110	470	2,447	3,449
Ram pickups	3,000	2,488	2,033	9,176	34,583	38,654
Total Dodge	7,400	7,582	5,138	23,565	98,261	118,962
Cherokee	4,000	5,413	2,334	8,921	52,661	78,398
Comanche	150	657	120	428	2,407	11,457
Grand Wagoneer	0	345	195	195	1,455	5,028
Wagoneer	100	230	62	242	1,183	3,299
Total Jeep	4,250	6,645	2,711	9,786	57,706	98,182
Voyager	2,300	2,114	1,668	7,631	36,121	36,636
Town & Country	50	0	50	211	1,194	0
Total C-P Div.	2,350	2,114	1,718	7,842	37,315	36,636
CHRYSLER MOTORS	14,000	16,341	9,567	41,193	193,282	253,780
Aerostar	4,890	4,920	3,820	17,387	62,358	84,910
Bronco	1,181	1,425	935	4,210	17,909	29,988
Bronco II	5,356	2,391	3,302	15,886	37,754	46,159
Econoline	4,835	5,241	3,792	17,133	61,909	84,534
Mediums/Heavies	1,169	1,449	980	4,242	16,827	23,812
Light trucks	9,872	11,629	8,055	34,380	147,613	188,389
Ranger	6,399	6,744	5,555	24,025	99,258	122,955
Total Ford Div.	33,702	33,799	26,439	117,263	443,628	578,747
FORD MOTOR CO.	33,702	33,799	26,439	117,263	443,628	578,747
Astro	2,875	3,340	2,193	10,167	36,585	59,104
Blazer	433	546	343	1,552	5,481	9,583
Lumina APV	1,965	0	1,640	7,859	32,108	0
Mediums/Heavies	234	0	225	773	2,644	1,312
P-Model	628	880	470	2,217	7,764	11,150
Pickups	7,279	7,049	5,687	25,651	117,077	138,079
S-10	4,568	4,895	3,728	16,265	76,350	96,004
S-10 Blazer	3,967	3,859	2,440	14,332	38,420	65,804
Sportsvan/Van	1,975	2,197	1,585	7,091	20,552	33,357
Suburban	1,581	1,497	1,240	5,708	21,759	26,645
Total Chevrolet	25,505	24,263	19,551	91,615	358,440	441,038
Jimmy	129	156	105	453	1,818	2,860
Mediums/Heavies	566	0	527	2,178	4,128	1,496
P-Model	72	86	59	243	970	1,456
Pickups	2,740	3,041	2,117	9,592	40,003	41,939
S-15	1,122	1,203	998	3,895	18,870	22,789
S-15 Jimmy	1,195	1,048	725	4,380	11,808	18,731
Safari	900	974	816	3,264	11,271	14,725
Suburban	666	609	552	2,307	9,331	10,682
Vandura/Rally Vans	485	816	340	1,722	7,736	9,087
Total GMC	7,875	7,933	6,239	28,034	105,935	123,765
Olds Silhouette	823	0	746	2,756	10,284	0
Pontiac Trans Sport	1,213	0	976	3,796	18,284	0
GENERAL MOTORS	35,416	32,196	27,512	126,201	492,943	564,803
NAVISTAR	1,644	1,740	1,651	3,658	23,248	29,512
NISSAN	3,220	2,194	2,869	11,872	50,670	44,354
SUBARU-ISUZU	470	0	439	1,688	9,072	0
AM GENERAL*	450	450	450	1,800	7,740	7,470
MISCELLANEOUS*	3,000	3,000	3,000	12,000	51,600	45,100
Total Trucks, U.S.	91,902	89,720	71,927	315,675	1,272,183	1,523,766

CANADIAN TRUCK	Week Ended Apr. 28, 1990	Week Ended Apr. 29, 1989	Week Ended Apr. 21, 1990	Apr Est.	Jan. 1 to Apr. 28, 1990	Jan. 1 to Apr. 29, 1989
Caravan	3,204	3,157	2,795	12,024	54,285	52,449
Caravan C/V	306	349	262	1,146	4,292	3,803
Ram Wagon	540	665	450	2,064	7,589	9,906
Ram Van	1,380	1,755	1,086	5,232	19,197	25,481
Total Dodge	5,430	5,926	4,593	20,466	85,363	91,639
Voyager	2,634	2,731	2,220	9,774	44,774	45,718
Total Plymouth	2,634	2,731	2,220	9,774	44,774	45,718
Wrangler	1,263	1,841	1,355	5,745	16,649	27,757
Total Jeep	1,263	1,841	1,355	5,745	16,649	27,757
CHRYSLER MOTORS	9,327	10,498	8,168	35,985	147,056	165,114
FORD MTR. (lt. trks.)	3,100	3,641	3,122	11,959	47,207	58,485
Light trucks	3,460	2,837	3,694	13,643	60,147	52,977
Vans	1,364	1,536	1,370	4,956	15,207	23,250
Total Chevrolet	4,824	4,373	5,064	18,599	75,354	76,227
Light trucks	1,420	1,688	1,209	5,109	22,688	26,255
Vans	586	549	566	2,145	6,437	11,442
Total GMC	2,006	2,237	1,775	7,254	29,125	37,697
GENERAL MOTORS	6,830	6,610	6,839	25,853	104,479	113,924
NAVISTAR	225	273	227	861	3,522	4,225
Total Trks., Canada	19,482	21,022	18,356	74,658	301,994	341,748
U.S., Canada Trks.	111,384	110,742	90,283	390,333	1,574,177	1,865,514

*—Estimated
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.